

## How to Find a Home that Has your “Big Three”

How do you find the home of your dreams within a price range you can afford?

Most buyers start by making a “wish list”. But, it’s easy to get frustrated when you have a long wish list and expect you’ll be able to find a home with every one of those features. You might, for example, have “mature backyard tree” as number 23 on your list, and become disappointed when an otherwise ideal property doesn’t have one.

But when you really think about it, your ideal home probably comes down to just three or four core characteristics. For example:

1. Nice, safe, family-oriented neighbourhood.
2. Good-sized backyard.
3. Four bedrooms and two baths.

Sure, there might be other features you were hoping for, such as “move in ready”, or that big tree, but your “big three” are the ones you really can’t do without.

So, when you’re shopping for a new home, yes, definitely make a long list of features and characteristics you desire. After all, there might be properties available on the market that check off most, if not all, of those boxes.

But also circle those three or four characteristics that are at the core of what you want. That will help make

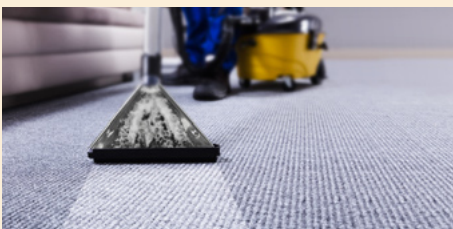


your property search much more focused and you’ll be more likely to find your next dream home.

Another advantage of coming up with your big three (or four) is that you’ll be able to quickly discover how much homes with those characteristics are selling for on today’s market. Once you know that price range, you’ll be able to talk with a mortgage advisor to pre-arrange financing. That will make your offer on that dream home even stronger.

Whatever you choose for your “big three”, I can help you find and buy that home. Call me.

## Dealing with Unsightly Flooring Issues when Selling



When you’re selling your home, you want it to look its best. You want buyers who view it to say, “Wow, I love this place!” However, what if you have a stubborn stain in the carpet, or a cracked floor tile? An unsightly

issue like that can be distracting in your otherwise beautiful property.

You have a few options.

First, try to get the issue fixed. There are specialty cleaners on the market designed to lift even the most stubborn carpet stains.

The same goes for hardwood and tile. A flooring contractor might be able to find a matching piece and then replace the damaged section. Contractors also know other tricks-of-the-trade to repair damaged flooring or, at least, minimize the damage.

For example, there are fillers and stains available that can make a crack or chip in a hardwood plank look almost invisible.

Home staging can also make damaged flooring less of a focal point in the room. An effective arrangement of furniture, area rugs, and other items puts more of the focus on the overall decor and less on that carpet stain.

In addition, making other more affordable improvements, such as painting, can have a compensatory effect. A buyer may notice the chipped hardwood, but will also notice the walls, which look like new.

## Think, Act... Live!

“We generate fears while we sit. We overcome them by action.” Dr. Henry Link

“For every reason it’s not possible, there are hundreds of people who have faced the same circumstances and succeeded.” Jack Canfield

“The future belongs to the competent. Get good, get better, be the best!” Brian Tracy